
Management Development Through Live Cases

The Challenges of SF 500 Leading a Human Centered Bio-revolution

In the last decades, the biological sciences have made impressive advances. Knowledge is going to transform entire economies and societies; Life Sciences, in particular, encourage us to think about the models of the future: carbon neutrality in products and processes; translational medicine to improve the health and well-being of society; functional foods, both specialized and sustainable; and biomaterials: renewable for all industries.

The Life Sciences have shown their potential to provide global solutions to the most urgent challenges we face as humanity: environmental crises and social scourges such as famine, access to water and health.

The scientific talent of our country is recognized worldwide, and our country has the conditions to promote this talent and project it towards the business world.

In Argentina we have a great opportunity in Life Sciences because of the potential of our scientific system, alongside with a productive platform in Agroindustry, Health and Industrial Biotechnology, competitive at international level.

Francisco Buchara, Lucía Brengio, Florencia Locascio, and Héctor Rocha prepared this case in Pilar, Buenos Aires, Argentina, in May 2022. Edited under Creative Commons license to serve solely as the basis for class discussion. Cases are not intended to serve as endorsements, sources of primary data, or illustrations of effective or ineffective management.

Tech and Biology Intersection in Argentina



3 NOBEL PRIZE in life science
(unique in LATAM)



CONICET



11,460 researchers in life science
(63% of total)



Argentina is one of the 12 countries in the world with platforms to produce COVID19's vaccines



USD 210 M invested in VC
during 1S 2021
11 technological unicorns

Support Organizations



+10 years-old Argentinean Chamber of Biotech Companies (CAB).
The recently created CAB-Startup, with 65 members.
Argentinean Company Builders and accelerators that support Biotech

Startups:



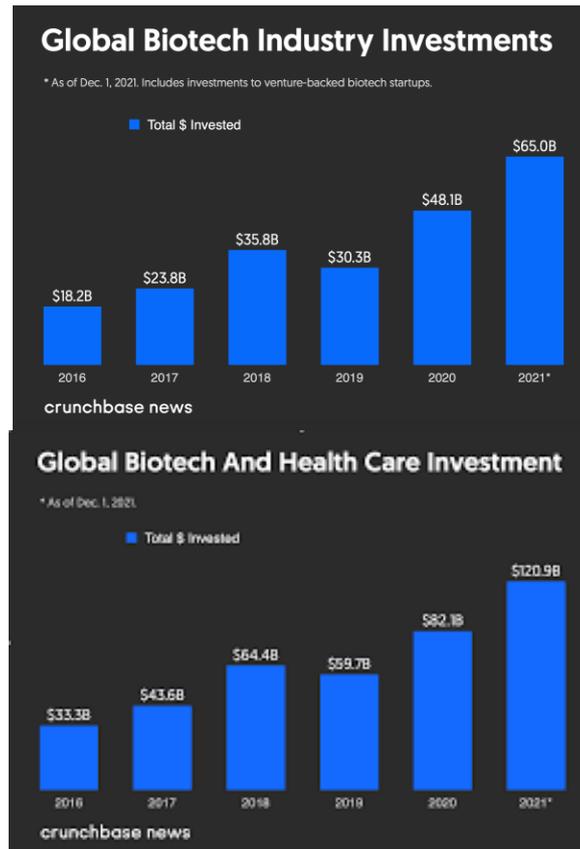
Glocal.



LITORAL

VIDA **GRIDX**

International Investments



There are numerous institutions, initiatives and investors that favor the positioning of the local biotechnology sector. The services offered are multiple and varied, from infrastructure, training, mentoring and contact networks, to professional investment in companies with high potential.

Science-based companies are a great opportunity; however, they are not yet fully spread among business entrepreneurs in our country.

SF500 was born with the purpose of promoting the birth of new technology-based companies (EBT) in Life Sciences. This person-centered organization works developing conditions for talent to grow, respecting life and dignity of all creatures.

SF500 carries out a cultural transformation, called #biorevolution. By empowering 500 new startups, SF500 accelerates the link between science and businesses, to solve big challenges for Humanity and the Planet.

What is SF500?

SF 500 is a Fund that seeks to facilitate the birth of 500 startups in Life Sciences in Argentina in the next decade. For this, SF 500 promotes and invests in scientific-technological projects at early stage.

VERTICALS OF FOCUS



Carbon Neutrality



Functional Food



Health and
Wellness



Biomaterials

How does SF500 do it?

We do this through an integrated approach based in four pillars:

- ✓ To develop capacities in scientific-entrepreneurial teams with a company building program.
- ✓ To finance the early development of EBT, investing in the company from its creation.
- ✓ To facilitate access to labs for EBT to carry out its activities.
- ✓ To connect the EBT with referents of Life Sciences.

We are looking for researchers and entrepreneurs motivated to solve global problems associated with the Sustainable Development Goals of the United Nations in topics such as Functional Foods, Health, Agro and Carbon Neutrality, Biomaterials, and with a solid scientific base and a project with experimental validation at laboratory scale (TRL3).

How does SF 500 promote the creation of projects?

SF 500 works from a logic of collaboration, with agreements with strategic partners (public and private) to achieve synergies.

We prioritize speed and volume in the search, construction and growth of startups. For this reason, the capacity and speed of developing partnerships with various actors, guided by the criterion of subsidiarity, is critical for developing a capillarity in all the innovation hubs and, at the same time, generating recognition mechanisms for each actor in the chain: State, CONICET Institutes, companies, researchers, incubators, mentors, founders and other funds, among others.

We visit the most important research institutes in the country, presenting the proposal and encouraging scientists to undertake.



SF 500 generates linking activities, workshops and diffusion campaigns to promote links and contacts between scientists and businessmen, and in this way, new projects arise.

SF 500 collaborates with initiatives that strengthen the ecosystem. SF 500 participates in the spaces where the actors of the sector work together to create macro conditions that favor biotech companies and the creation of knowledge.

Details

Size of the Fund	USD 300 millions. USD 30 millions per year, expandable if necessary
Legal Status	Private Financial Trust. Trustee: Rosario Fiduciaria
Lifecycle	Early Stage: Pre-Seed (Idea) + Seed (minimum viable product)
Approach	80% Company Builder + 20% Ecosystem Builder
Participation	Minority holdings (max 25%) in companies with scientific base
Currency	Integration in pesos, certificates of participation in official USD. Long-term “dollar linked” investment
Fees	1,5% management fees y 20% success fees
Term	10 years expandable to 15 years = 10 years of investment + 5 years of exit strategy
Investment Committee	Seat at the Committee for investors with more than 10% at the time of making the investment

Current Challenges

1- SF500 was born with a strong imprint of collaboration, person-centeredness and the purpose of carrying out a cultural transformation: #biorevolution. How can we transmit our DNA to startups, respecting the startups’ identity, their mission and the freedoms of the founders? How can we achieve a healthy and accelerated growth, maintaining the trust and attention to the individuality of the founders? How do we measure it?

2 - How do we attract and make a 'bio-setup' to the Argentine talents trained in business so that together with scientists they lead the birth of the next 500 bio startups in Argentina? What changes should be promoted in the training of business schools to encourage high-impact entrepreneurship?

Relevant Milestones

The SF500 team officially began working on the project in August 2021, after signing the agreement between Bioceres and the Province of Santa Fe for the constitution of the Fund.

From then on, it began to receive and evaluate science and technology-based projects.

In March 2022, the presentation event was held, the first major public appearance of SF500, with 400 participants - leaders of the scientific system, the business world, and representatives of the public sector.

For May 2022:

- + than 200 applications were received,
- 24 projects participated in the Company Building Program (SFBUILD),
- 4 startups invested, and 19 projects are in evaluation phase.

We expect to finish 2022 with 30 startups invested.

Links

- SF500 presentation event: https://sf500.com.ar/eventopresentacion/?utm_source=email_marketing&utm_admin=161980&utm_medium=email&utm_campaign=Reviv_la_presentacin_de_SF
- La Nación - Article: <https://www.lanacion.com.ar/tecnologia/sf500-un-fondo-de-inversion-rosarino-invertira-us-300-millones-para-crear-500-nuevas-startups-nid29032022/>
- Interview to Federico Trucco: <https://www.lanacion.com.ar/opinion/la-regunta-federico-trucco-en-la-argentina-podemos-construir-conocimiento-a-una-fraccion-de-l-nid08052022/>
- Forbes - Article: <https://www.forbesargentina.com/innovacion/sf500-sale-caza-emprendedores-biotecnologicos-el-desafio-transformar-conocimiento-soluciones-globales-n14078>
- Bioceres. Interview to Federico Trucco: <https://www.cronista.com/apertura-negocio/empresas/empezaron-en-el-2001-con-600-cada-uno-hoy-facturan-us-177-m-y-cotizan-en-nyc-bioceres-el-proximo-unicornio-a-fondo/>



- Miniseries 20 years of Bioceres: <https://youtu.be/2brKU-qH6GI>
- Moolec Science: <https://moolecscience.com/>
- https://www.weforum.org/agenda/2021/10/technology-trends-2021-mckinsey/?utm_source=sfmc&utm_medium=email&utm_campaign=2759998_Agenda_weekly-15October2021&utm_term=&emailType=Agenda%20Weekly

APPENDIX 1

SUSTAINABLE INTEGRAL DEVELOPMENT OF ECOSYSTEMS AND COMMUNITIES THROUGH COOPERATION

[LINK](#)

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Links

[A Blueprint for Better Business Blueprint for better business Beyond Self Interest 2006](#)
[Business as a Force for Good](#)
[Business with Purpose and the Purpose of Business Schools](#)
[Collaborative Entrepreneurship for a More Humanistic Management](#)
Cooperación <https://www.austral.edu.ar/derecho/programas/programa-gestion-publica-local/>
[Desarrollo Integral Sustentable](#)
[Desarrollo integral local de regiones y ciudades](#)
Desarrollo Integral Local <https://www.iae.edu.ar/es/LaEscuela/IAEHoy/Paginas/De-la-RSE-al-Desarrollo-integral-local.aspx>
[Distritos productivos o clusters](#)
[Entrepreneurship Safari](#)
[Modelos de transformación colaborativos centrados en la persona distritos productivos o clusters.](#)
Mechanism Design: https://en.wikipedia.org/wiki/Mechanism_design
[Niños y Medios en Cuarentena: una alianza posible](#)
Objetivos de Desarrollo Sustentable <https://sustainableintegraldevelopment.com/>
[ODS y Tecnología](#)
[ODS y Ciudades](#)
What is the purpose of business and business education in a post-pandemic scenario?
[LINK](#)
[When Cooperation is the Norm](#)



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